

2022 Real Estate Market

Sellers at a Glance

Tight inventory continues to make 2022 a great year to list a home. Check out where sellers stand in this marketplace as reported in the 2021 Profile of Home Buyers and Sellers from the National Association of REALTORS®.



Top Reasons Why Sellers Move

18%

Closer to friends and family.

17%

Home was too small.

11%

Neighborhood became less desirable.



8 YEARS

Time spent in home before selling.

The pandemic likely led to a decrease in the amount of time people reside in their homes.

1 WEEK

Time on Market for Recently Sold Homes

Tight inventory and low interest rates mean homes are selling quickly!



Agents Are in Demand

Despite the digital age, skilled real estate agents are in high demand.

91%

Sellers that worked with an agent.

7%

Transactions were FSBO (for sale by owner).

Most sellers recommend their agent at least once after the transaction.

27%

Sellers have recommended their agent 4+ times.

Sellers that would definitely refer their agent in the future.

89%

Major Equity Gains

Sellers homes sold for a median of

\$85,000

more than what they originally paid for it.

The Price is Right

Recently sold homes went for

100% of the final listing price.

Just 26% of all sellers offered incentives to attract buyers.

Call me for a free market analysis to see what your home is worth in this hot market!